

The Dove Memorial.

HONOR THE DEAD; 'TIS A DUTY WE OWE.

The torn and bleeding heart is glad to unfold.
In golden phrases, all its love untold.

No extra frame is required, the Memorial being so made as to represent a black and white Wood Engraved Frame.



High Class Art at a Cheaper Price than ever before offered the public. Something wanted in Every Family where death has occurred.

The above cut, although in miniature and without colors, gives an idea of our beautiful Dove Memorial.

Full size of Memorial is 14x26 inches, on fibre board, and beautifully colored by hand.

Entered according to Act of the Parliament of Canada, in the year 1897, by J. Hendricks Hunter, at the Department of Agriculture.

WE HAVE EMPLOYMENT FOR MANY WILLING HANDS
GATHERING INSCRIPTIONS FOR

The "Dove" and "Sacred" Memorials

THE OPPORTUNITY OF A LIFETIME!

Any person of either sex can easily make \$10 to \$25 a week at home, in any locality, with these Memorials.

There is always a demand for them.

NO EXPENSE REQUIRED.

This circular presents to you a business which requires no previous experience to insure success, and no expense of outfit to start. It is peculiarly free from all the objectionable features of ordinary agent's work, and is entirely new, having been placed upon the market within the past few months, during which time it has surpassed our most sanguine expectations, both in the large number of sales and the unparalleled success of those who have been so fortunate as to become our representatives. We have had many years of experience in placing saleable articles on the market, but never before have we made such a decided success as we have in producing our beautiful Family Memorial.

DESCRIPTION OF "DOVE" MEMORIAL.

The "Dove" Memorial is 14 x 26 inches in size, on heavy, highly finished fibre board, and executed in the highest style of the lithographers' art. The background of the Memorial is a dark tint, so that the beautiful white dove figure, which is flying downward in the upper portion, is brought out in bold relief, producing a most beautiful and realistic effect. The dove carries a neat scroll, upon which are the words, "Gone, but not forgotten."

Beneath the dove is an altar, surmounted by a beautiful wreath of flowers, surrounding an hour-glass, which is emblematic of the short duration of life. The dove and wreath of flowers are beautifully and delicately colored by hand, producing a most lifelike effect.

At the base, in the lower part of the engraving, are two panels, or openings, each surrounded by a small border; the upper one is for the reception of the name, date of death, and the age of the deceased member or members of the family for whom the Memorial is prepared, and the other to receive a beautiful and appropriate verse or two of poetry.

The name, date of death and age of the deceased (called inscription), together with the verse, are printed in gold on separate cards of imitation black marble board, and afterwards inserted in the panels or openings in the Memorial proper. These cards containing the printed record of deaths are separate from the Memorial, but they are so fitted as to appear a part of it. Surrounding all is a heavy ornamental border, so made as to represent a black and white wood engraved frame, all of which, together with the Memorial proper, is heavily coated with lithographer's varnish, giving the whole design a fine, finished appearance, at the same time making it possible to wash and clean when necessary.

The hour-glass can be removed if preferred, and a cabinet photograph of deceased inserted in its place. This should only be done where Memorial is intended for one person.

The Sacred Memorial.

CHERISH THE MEMORY OF THE DEPARTED.

True love and affection are here combined,
And memories of loved ones kept in mind.



The above cut, although in miniature and without colors, gives an idea of our beautiful Sacred Memorial

Full size of Memorial is 14 x 22 inches, on heavy fibre board, and beautifully colored by hand.

DESCRIPTION OF "SACRED" MEMORIAL.

The "Sacred" Memorial is 14 x 22 inches in size, on finest quality of banner fibre board (stiff enough to stand alone), and executed in the highest style of the lithographers' art. In the foreground is a representation of a magnificent monument, surmounted with a beautiful vase, around which is entwined a wreath of handsome flowers. Two panels are represented in the marble front; the top one is specially designed for the inscription in gold letters, giving name, date of death, and age of the deceased member or members of the family for whom the Memorial is prepared; the other to contain an appropriate sacred verse or two, lettered in gold. On either side are shown magnificent flowers reaching half the height of the Memorial.

The most imposing and impressive part is the illustration representing the departure of the spirit of a lovely young lady, ascending to heaven tenderly guided by a beautiful angel, with face radiant with purest love and affection, pointing with uplifted finger to our Saviour, who, surrounded by His celestial angels, some of whom are playing harps and singing, stands with extended arms at the Golden Portals ready to receive them in His loving embrace.

All of these designs, which are the most elegant and superb works of art ever offered to the public, are hand colored in finest representation of nature. The inscription and verses are printed in gold on separate slips of imitation black marble board, and conveniently inserted in incisions made in the Memorial in the respective panels of the monument above described, so that they have the appearance of being lettered on the Memorial proper.

Surrounding all is a quarter inch gold rim and one inch jet black border (see cut), being a splendid representation of a handsome and very appropriate frame. The entire surface of the Memorial is heavily coated with lithographic varnish, giving a finely finished appearance, thus making it possible to clean when necessary.

MAKE YOUR OWN SELECTION.

They are both the same price.

In order to better accommodate the different ages (old and young), and to give a variety to select from, we have added another Memorial called the "Sacred." You can make your own selection, all of one kind or a part of both, and any of either kind you have left over you can keep for future inscriptions, or send them back and we will exchange them for the kind you find takes best in your territory.

With the two Memorials everybody can be satisfied and sales rapidly made. A trial with them will soon show you how they go.

If you appoint, say, five sub-agents, and they average ten Memorials each a day (which is a small average the way they are delivered) your profit would be \$12.50 a day, and each sub. would be making 90c. on each Memorial or \$9.00 for each ten Memorials delivered. Ten to twenty inscriptions can be easily gathered daily by one person, and the deliveries of the Memorials afterwards can be made equally as quick.

Positively we will not supply to any person a single Memorial } IT IS AGENTS WE WANT.
for their own home use for less than the retail price, \$1.50.

INSTRUCTIONS HOW TO PROCEED WITH THE WORK.

IT IS AGENTS WE WANT.

Positively we will not supply to any person a single Memorial for their own home for less than the retail price, \$1.50.

THE first thing should be to obtain a common pass-book, about 4x7 inches, which opens at the end, and go around from house to house and collect the inscriptions (by inscriptions we mean the names, dates of death and ages of the deceased), which can be obtained from the living relatives. You should call at each house, and state the business in about the following language: "*I am taking a list of deaths that have occurred in this locality during the last thirty years, and would like to know if you have lost any of your immediate family during that time.*" If there have been no deaths in the immediate family, inquire as to fathers, mothers, brothers and sisters of both the husband's and wife's family, recording each, and noting the relation they are to the family you are canvassing, keeping in mind that the object is to sell them a Memorial on your return, and aim to get a correct inscription that when printed and fitted to the Memorial will sell to one or all of the same family, if possible. As a rule, those containing names of their own family are most saleable, but when their family are all living, endeavor to make up a saleable inscription of other deceased relatives. After having secured the names and dates for the Memorials, you should read them over carefully to the person giving them, to be sure that they are correct, especially correctly spelled; also attach the name and address of the surviving member furnishing this information.

Then you should explain that you are collecting the inscriptions for a Memorial company, and show your certificate of authority, if necessary. You should always exercise a little tact, never mentioning sale while collecting the inscriptions. It is quite sufficient at the time to tell them that you are collecting inscriptions for a Memorial company, if asked.

Inscriptions, together with the name and address of each person giving the same, should be copied from your book on to a separate sheet of paper, and forwarded to us by mail, every evening, or as often as possible, thus avoiding delay in printing, and facilitating prompt deliveries and collections.

Write inscriptions in your book as nearly as possible in the following styles; then send us copy of same:—

No. 1.		} Information furnished by Mrs. F. Bruce.
In Memory of Our Dear Son, WALTER S. BRUCE,		
Died Oct. 7, 1887; Aged 5 Yrs., 2 Mos.		
No. 2.		} Mrs. J. P. Forbes.
My Dear Husband and Children,		
J. P. FORBES,		
Died October 5, 1895; Aged 47 Yrs.		
GEORGE A.,		
Died Aug. 24, 1885; Aged 2 Yrs., 6 Mos.		
ELIZABETH A.,		
Died June 21, 1889; Aged 6 Mos.		

Write Plainly, especially names. Always use ink in copying the inscriptions to be sent to us. When sending in your inscriptions to be printed write them on one side of your paper only, as each list must pass through the hands of our printers before being completed. As soon as these are received we print and send with the desired number of Memorials you want.

If you wish to see a completed Memorial before sending in your order for them, we will send you one in a mailing tube case, at our wholesale price, 50c. If, after you have received the same you do not wish to proceed with the business, you may return the sample, and we will at once refund the amount.

WHOLESALE PRICE OF MEMORIALS.

From 1 to 10 Memorials,	50c. each.
11 to 25 Memorials,	45c. "
26 to 50 Memorials,	42c. "
51 to 100 Memorials,	40c. "
In 500 Lots,	36c. "

Price of Inscriptions. We charge 10c. for printing each inscription card to go in the Memorials, bearing not more than three deaths; each additional one or two deaths are charged the same as the first.

Verses Free. We have a large variety of verses in stock, printed on same black marble board as the inscriptions. A quantity of these are furnished with each order free for customers to select from. If any special verse or verses not in our variety are required for any Memorial, our charge will be 25c. for printing it.

The Retail Price. The retail price of the Memorials is \$1.50 each.

The vast quantity of Memorials that we are putting out enables us to quote our low wholesale prices, thereby giving our representatives such large profits, which is the big inducement for them to put their whole spirit and energy in the work.

You can carry from one to one hundred Memorials in a delivering case we make especially for this purpose. This we furnish free if your first order is for ten or more Memorials. We can not furnish delivering case free with a smaller order.

Selling. When selling these Memorials the following plan is used: Fasten the inscriptions and verses in the openings provided for them in the Memorials; then place them in the delivering case in rotation as they are to be shown. Then proceed to the first house, calling the lady's attention to the names and dates, and asking if they are correct, etc.; and if a sale is made, get your money and deliver the Memorial. If a sale is not made, simply remove the Memorial, and place it to the back, which brings the next one to the front, all ready to exhibit at the next house, and continue same until all are shown up or sold. Your sales will be easily and rapidly made.

Sample. Never try to sell by carrying and showing a sample Memorial first. It has been tried, and has only met with partial success.

Our aim is to have you sell the most goods; your success is ours, and if selling by sample was best, it would be a very foolish thing to advise a different mode of selling.

No Loss need be sustained by you on a Memorial. Bear in mind that in case you fail to make a sale, the inscription **only is lost**, as a new inscription can be slipped in, and the same Memorial sold to another person. The trivial cost of printing the inscription is lost, nothing more, and we will stand that loss by substituting other inscriptions.

Always Busy. You need never be idle. You should be collecting the inscriptions or delivering the Memorials while an order is on the way and being printed. If you manage the business properly, you can always be busy and making money. The work is pleasant, simple, systematic and profitable.

Act Quickly. We would urge you to promptly decide to engage with us. Your immediate territory will not long remain vacant, as we are daily employing representatives for good, unoccupied territory. The Family Memorial business is booming. There is more money in it, quicker returns, and genuine satisfaction for hustling, energetic persons than in anything else that is offered at the present day. **Try it!**

Any other information will be cheerfully given on enquiry. ADDRESS—

The Memorial Printing & Litho. Co.,

59 DUNDAS ST., LONDON, ONT.

SAMPLES OF LETTERS WE ARE RECEIVING DAILY.

Gentlemen,—

Please find enclosed Express Money Order to pay for forty Memorials and forty inscriptions. These inscriptions I collected yesterday, and turned over the future business of this township (Thurlow) to a good man. Ship the Memorials and inscriptions, by Express, quick, to this point. You will receive a good future business from him, and you can expect to hear from him with more orders not later than Monday, 31st. He will, no doubt, be able to make delivery of the greater portion of these the day he receives them, as I had no trouble in placing fifty-three Memorials the day before I appointed him. These were out of the sixty inscriptions I sent you. The five Memorials, with the same inscriptions, I wrote you about I had no difficulty in placing with the three sisters and two brothers. They were not only anxious, but highly pleased with them. You will hear from me from Sydney Township to-morrow.

Yours truly,

SAMUEL SANFORD.

BELLEVILLE, ONT., May 29, 1897.

DRESDEN, ONT., Aug. 21, 1897.

The Memorial Ptg. & Litho. Co.,
London Ont.:

Dear Sirs,—The cause of my silence so long is sickness and death of a dear old friend, wherein I have been detained for two weeks. I hope to be able to resume my work on Monday if no other evil disappointment occurs. I received my order safely, and thanks for the delivering case. Every one of my customers where inscriptions were taken were well suited with the Memorials.

Yours truly,

JAS. HUGHSON.

CYPRESS RIVER, Dec. 8, 1897.
The Memorial Ptg. & Litho. Co.,
59 Dundas St., London:

Dear Sirs,—Please find enclosed Express Money Order to pay for Memorials and inscription cards. Ship goods as soon as possible, as I want to send another order as soon as I receive these. I am sorry you did not send me an order sheet with the other lot. Don't forget this time, for if this lot sells as quick as the last did, I am going to work up this community from beginning to end. I will be busy taking inscriptions while this is on the way. This is as good a thing as I have struck yet, and I believe I can make money out of it when I get properly going. Hoping to hear from you soon,
I remain, yours truly,

W. H. BROOKS,
Cypress River P.O., Cypress River Station, Manitoba.